SPECIAL REPORT: BROKERS SLOWLY PRIVATIZE THE SYSTEMS

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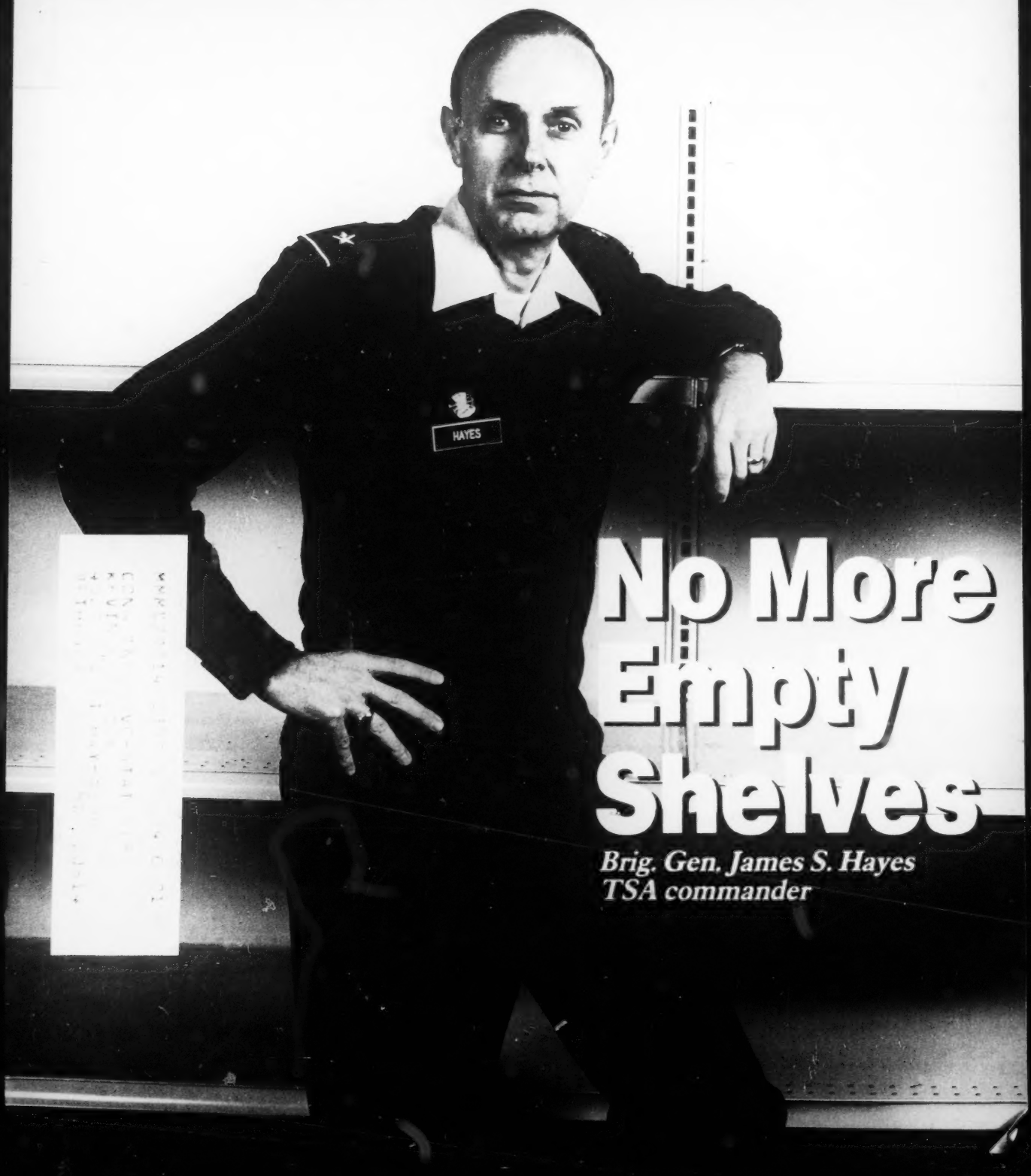

No More Empty Shelves

Brig. Gen. James S. Hayes
TSA commander

CONTENTS

Sporting goods — 31

With the ALA in San Antonio — 33

APRIL 1989 VOL. 40, NO. 4

News

Congress requests major study of the commissary system. DPSC's Kuhns is getting results. Rep. Leath expresses interest in combination stores. Congress wants U.S. beef in European commissaries. 4

Million-Dollar Vendor Lists

Here's the AAFES version. 18
Here's the Navy's. 49

Cover Story

He means it: No more empty shelves for TSA commander Brig. Gen. James S. Hayes — an interview by Nancy Tucker and Karen McBeth. 18

Market Report

Sporting Goods: Golf gets popular with the younger set; don't call those high-tech things *sneakers;* spandex has staying power. 26

On-the-Scene Report

Who could forget the Alamo? Observations on the ALA and AFCOMS by Karen McBeth and Nancy Tucker. 30

Special Report on Brokers

Broker Guide 30
How brokers are slowly privatizing the systems. 30

Distributor Update

Full text of ALA's distribution issues forum. 50

Departments

New Products 51
Supplier Notes & Promos 52
Military Market Index 53
Calendar 54
Com-Ex Comix/Ad Index 55
The Last Word 56

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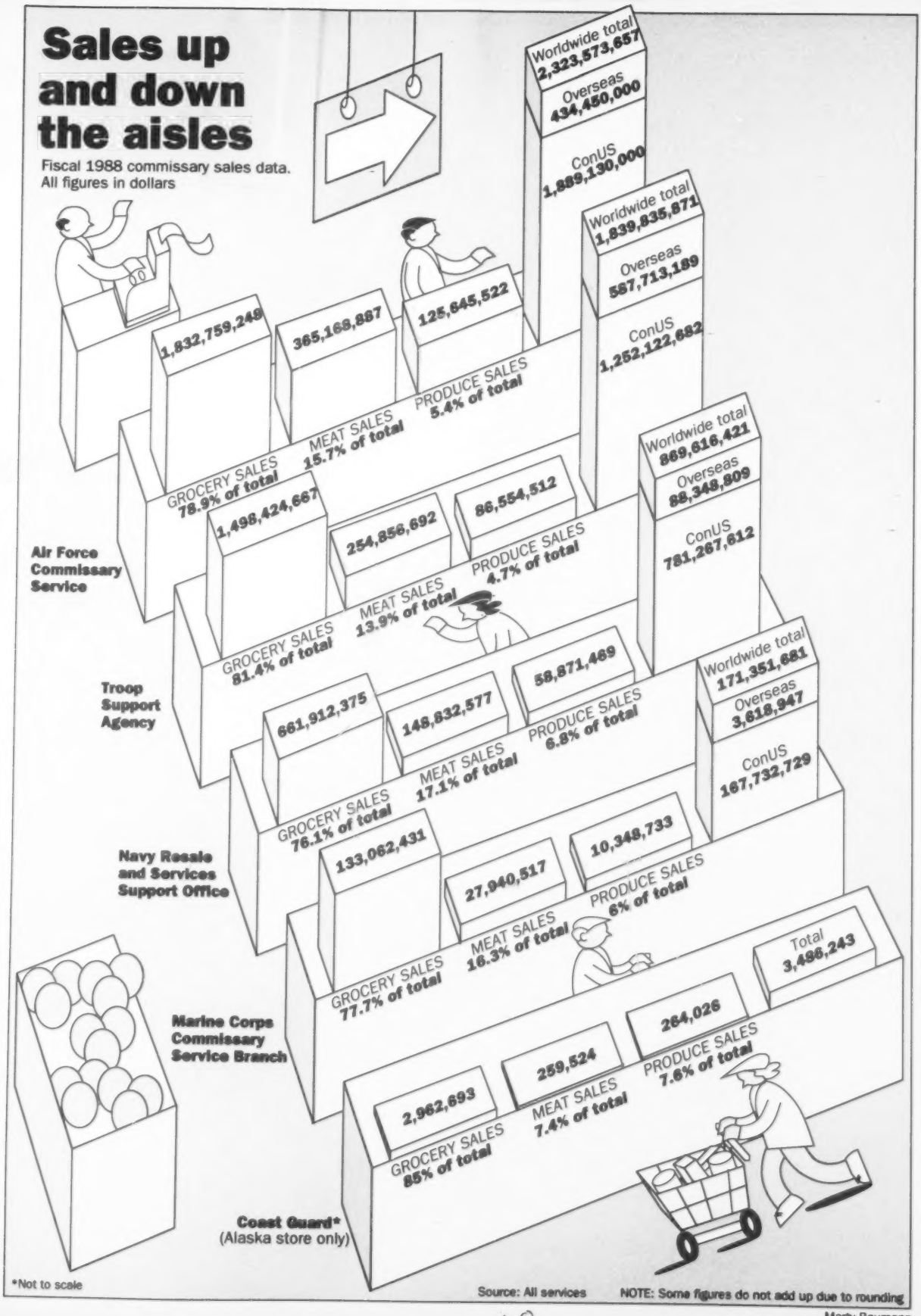
BPA

Sales up and down the aisles

Fiscal 1988 commissary sales data.
All figures in dollars



*Not to scale

Source: All services

NOTE: Some figures do not add up due to rounding

Marty Baumann

Army & Air Force Exchanges' Million-Dollar Suppliers

This is a list of 622 suppliers who did $1 million or more worth of business with the Army and Air Force Exchange Service during fiscal 1988, which ran from Jan. 26, 1988 through Jan. 23, 1989.

Companies are listed in order of their total dollar volume with AAFES headquarters. Payments made by AAFES-Europe or AAFES-Pacific are excluded. Also excluded are payments made to foreign vendors in foreign currencies and manual payments of any nature. The list also excludes payments for uniforms and accessories procured through the Defense Personnel Support Center; these were $129.5 million during Fiscal 1988.

The source of this information is official AAFES records.

1 — Mansfield Oil Co. $59,765,598.05
2 — Philip Morris Inc. 40,259,027.51
3 — Kodak Processing Lab . 36,166,599.79
4 — Metallgesellschaft Corp. 29,110,264.21
5 — Revlon Intl. 25,640,076.41
6 — Beverages Foods & Svc. 24,262,586.75
7 — Distron Dist. Ctr. 23,672,279.05
8 — Robert Tabakow Inc. .. 23,421,296.22
9 — R.J. Reynolds Tobacco Co. 21,862,078.51
10 — Commodore Business Mach. 21,645,998.28
11 — WEA Corp. 20,987,768.76
12 — Coca-Cola Export Corp. 20,936,658.90
13 — Procter & Gamble Dist. 19,407,274.44
14 — Frito-Lay Inc. 19,377,429.33
15 — RCA Solid State 19,289,797.76
16 — Plus Mark Inc. 19,094,951.26
17 — Conoco Inc. 18,993,538.81
18 — Levi Strauss & Co. 18,272,336.08
19 — Gasco Gasoline Inc. .. 17,981,800.50
20 — Anheuser-Busch Inc. . 17,755,953.64
21 — Apple Computer Inc. . 17,533,943.54
22 — Panasonic West Inc. .. 16,803,515.68
23 — Softkat Inc. 16,379,407.67
24 — General Electric Co. .. 14,361,615.98
25 — Radio Shack Div. 14,103,239.52
26 — Hallmark Cards Inc. .. 14,039,941.45
27 — Exxon Co. USA 14,038,753.08
28 — Rose & Sons Inc. 13,893,979.40
29 — Gale Barstow Inc. 13,736,725.55
30 — M&M Mars 13,698,186.65
31 — Johnson & Johnson .. 13,134,373.05
32 — Promana Inc. 12,993,758.35
33 — Jockey Intl. 12,795,884.55
34 — Kraft Retail Food Gp. . 12,049,162.52
35 — Kangaroos USA Inc. .. 12,009,667.74
36 — BP Oil Inc. 11,983,517.19
37 — CBS Records 11,800,288.20
38 — Annedeen/Reebok 11,606,076.68
39 — MCA Records Dist. Corp. 11,456,070.94
40 — Nabisco Brands Inc. .. 11,189,839.77
41 — Kenwood Electronics Inc. 11,023,152.72
42 — Black and Decker 10,920,258.82
43 — Acme Boot Co. Inc. 10,761,325.87
44 — Artex Mfg. Co. Inc. 10,685,539.19
45 — The Gillette Co. 10,502,053.60
46 — Goodyear Intl. Corp. .. 10,477,820.27
47 — Weintraub Bros. & Co. 10,466,440.03
48 — Sharp Electronics Corp. 10,174,449.16
49 — Liz Claiborne Inc. 10,054,240.92
50 — Polaroid Corp. 10,038,683.08
51 — Sony Corp. of America . 9,842,338.27
52 — Michelin Tire Corp. 9,468,011.77
53 — Fisher-Price Toys 9,401,768.74
54 — Brown & Williamson ... 9,352,772.33
55 — M. Fabrikant and Son .. 9,322,253.69
56 — Pioneer Electronics Inc. 9,187,527.24
57 — Bose Corp. 9,167,162.47
58 — Champion Products Inc. 9,121,836.23
59 — Brigade Brands Ltd. 9,034,275.09
60 — BASF Systems Corp. .. 8,980,895.60
61 — Monarch Crown Corp. . 8,915,064.70
62 — Nike Inc. 8,708,605.15
63 — Hershey Chocolate Co. 8,640,091.95
64 — Springs Ind. Inc. 8,621,844.31
65 — Mattel Toys 8,513,394.52
66 — Hanes Hosiery 8,358,098.31
67 — Estee Lauder Intl. Inc. . 8,127,935.95
68 — Manhattan Store 8,097,690.00
69 — U.S. Tobacco Co. 7,989,311.15
70 — Capitol Records Inc. 7,881,020.65
71 — JVC Company of America 7,795,161.55
72 — Zenith Electronics Corp. 7,764,158.22
73 — Aetna Life & Casualty .. 7,662,230.53
74 — Sysco Food Systems .. 7,661,977.98
75 — Cannon Mills 7,617,892.29
76 — Texaco Inc. 7,507,812.83
77 — Sysco Food Services Inc. 7,496,098.97
78 — Pan American Dia Corp. 7,452,725.26
79 — Balfoor Inc. 7,346,350.30
80 — C. Lloyd Johnson, Co., Inc. 7,291,272.41
81 — Rubbermaid Inc. 7,198,963.72
82 — Eveready Battery Co. .. 6,942,928.77
83 — First Brands Corp. 6,834,879.64
84 — Lorillard Inc. 6,704,978.96
85 — MTD Products Inc. 6,610,678.01
86 — Wolverine World Wide . 6,538,149.13
87 — Casio Inc. 6,496,250.18
88 — Esprit de Corp. 6,450,358.40
89 — Stuart Hall Co. Inc. 6,441,862.05
90 — Nabisco Brands Inc. 6,409,457.12
91 — Calvin Klein 6,350,339.80
92 — Elizabeth Arden 6,332,513.80
93 — Tesoro-Alaska 6,213,911.47
94 — Corning Glass Works .. 6,161,810.26
95 — Hoover Co. 6,119,862.17
96 — John K. Kealy Co. 6,058,759.08
97 — Huffy Corp. 5,855,022.86
98 — Kimberly-Clark Corp. 5,766,007.82
99 — Baskin Robbins Inc. 5,740,257.99
100 — Polygram Dist. Inc. 5,732,160.59
101 — Wick Construction Co. 5,697,488.56
102 — Minnesota Mining Mfg. Co. 5,675,971.42
103 — ARA Services 5,573,249.12
104 — Playtex Inc. 5,563,146.02
105 — Union Bay Sportswear Ltd. 5,489,445.52
106 — Miller Brewing Co. 5,440,118.73
107 — Stedman Corp. 5,395,349.51
108 — Belcher Oil Co. 5,375,415.28
109 — Ira Green Inc. 5,338,328.19
110 — Military & Spec. Markets 5,329,404.45
111 — Chevron Chemical Co. 5,326,588.95
112 — Freeman Shoe Co. 5,279,954.25
113 — Maidenform Intl. Ltd. .. 5,259,502.61
114 — Cove Shoe Co. 5,245,381.50
115 — Tysons Foods Inc. 5,225,403.08
116 — Capital Mercury Shirt . 5,111,472.72
117 — Brown Shoe Co. 5,092,333.21
118 — Haggar Co. 5,092,066.12
119 — Colgate Palmolive Co. 4,864,211.17
120 — Little Tikes 4,861,377.68
121 — Dr. Pepper Bev. Sales Co. 4,828,379.63
122 — London Star Limited . 4,814,050.84
123 — Hasbro Bradley Inc. .. 4,783,355.44
124 — American Tobacco Co. 4,774,823.92
125 — AT&T Consumer Products 4,771,122.13
126 — Quaker Oats Co. 4,762,955.41
127 — Max Factor-Puerto Rico 4,718,804.59
128 — Allied-Sysco Food 4,710,060.50
129 — Kraft Inc. 4,644,701.44
130 — Berkline Corp. 4,644,180.53
131 — H. Cotler Co. Inc. 4,637,992.25
132 — Liggett & Myers Tob. Co. 4,621,626.22
133 — Seven-Up Enterprises 4,594,852.22
134 — Samsung Electronics . 4,588,618.69
135 — Nintendo of America, Inc. 4,562,355.17
136 — Nobel-Sysco Food Svc. Co. 4,554,997.76
137 — Amdahl Corp. 4,538,964.37
138 — Minolta Corp. 4,491,526.82
139 — Gucci America Inc. 4,482,142.29
140 — Fieldcrest Mills Inc. 4,477,761.96
141 — Original Designs Inc. . 4,469,800.86
142 — Smith-Corona 4,438,460.64
143 — Finance & Acct. Office 4,354,138.43
144 — Retail Fragrance Div. . 4,342,677.43
145 — Jacobs Suchard/Brach 4,335,131.46
146 — Action Industries Inc. . 4,307,522.46
147 — Armstrong World Ind., Inc. 4,296,202.04
148 — Gold Star Electronics . 4,277,854.67
149 — Oscar Mayer & Co. 4,243,518.87
150 — N.S. Meyer Inc. 4,239,398.53
151 — Vanguard Mil. Equip. Corp. 4,215,735.64
152 — Oroamerica 4,207,065.12
153 — Audiovox Corp. 4,188,212.08
154 — Timex Corp. 4,187,749.95
155 — Quaker State Corp. 4,164,890.57
156 — Oster Corp. 4,147,402.38
157 — Intercraft Industries Corp. 4,140,413.46
158 — Gitano 4,114,574.69
159 — Carnation Co. 4,099,800.71
160 — Exide Corp. 4,065,052.88
161 — Samsonite Furniture Co. 4,055,220.13
162 — S.C. Johnson & Son, Inc. 4,037,939.57
163 — General Services Admin. 4,036,994.09
164 — Canon USA Inc. 4,035,231.35
165 — Poulan/Weed Eater 4,023,257.57
166 — Tracy Oil Co. Inc. 4,022,314.72
167 — Whirlpool Corp. 3,999,995.08
168 — Airway Ind. Inc. 3,989,546.90
169 — Birchwood Meat & Prov. 3,968,703.15
170 — Magnavox Corp. 3,961,006.75
171 — Sanyo Electric Inc. 3,957,890.34
172 — Sunbeam Leisure Prod. Co. 3,929,144.09
173 — NCR 3,923,039.82
174 — Pendleton Woolen Mills 3,858,823.82
175 — Geo. A. Hormel & Co. . 3,829,595.11
176 — Lighthouse for the Blind 3,811,509.58
177 — L'Oreal 3,777,497.14
178 — Richardson-Vicks Inc. . 3,724,861.80
179 — Playskool Inc. 3,722,706.80
180 — Armour and Co. 3,715,751.48
181 — Vanity Fair Mills Inc. . 3,712,325.46
182 — Milton Bradley Co. 3,664,811.65
183 — Continental Baking Co. 3,663,160.32
184 — Carver Corp. 3,654,020.57
185 — Almet/Lawnlite 3,645,752.10
186 — Kiwi Polish Co. USA Div. 3,603,551.97
187 — Value Slacks Inc. 3,600,035.05
188 — General Foods Corp. . 3,596,742.11
189 — Lee Co. 3,570,799.31
190 — Sonoco Products Co. . 3,568,147.35
191 — Aircap Ind. Corp. 3,564,569.49
192 — Kellogg Sales Co. 3,525,578.66
193 — Fisher Corp. 3,503,749.06
194 — Arrow Co. 3,408,538.52
195 — Russell Corp. 3,402,004.73
196 — Coleman Co. 3,381,227.89
197 — Infinity System Inc. 3,379,316.45
198 — Pennex Products Co., Inc. 3,363,876.73
199 — Mobil Oil Credit Corp. . 3,340,361.17
200 — M.J. Soffe Co. Inc. 3,330,706.30
201 — Remington Products, Inc. 3,276,241.36
202 — Campbell Soup Co. .. 3,203,316.36
203 — Lever Bros Co. 3,203,053.43
204 — Keebler Co. 3,193,902.87
205 — Digital Equip. Corp. .. 3,187,170.85
206 — Chesebrough-Ponds, Inc. 3,164,492.13
207 — Burlington Ind. Inc. 3,145,901.30
208 — Oshkosh B'Gosh Inc. . 3,142,235.30
209 — Con Agra 3,086,123.83
210 — General Motors Corp. . 3,069,821.38
211 — Davis Clothing Co. 3,066,031.32
212 — Bethco Fragrances Inc. 3,060,454.50
213 — Oneida Ltd. 3,056,513.23
214 — U.S. Oil Co. Inc. 3,047,362.48
215 — JBL Professional 3,040,682.72
216 — Goody Products Inc. 3,037,147.87
217 — Wadman Corp. 3,003,181.28
218 — Swift-Eckrich Inc. 2,999,253.85
219 — U.S. Army Finance & Acct. 2,989,161.60
220 — Magicolor Paint Co. .. 2,924,523.36
221 — Brigade Quartermasters 2,901,677.04
222 — Izod/Lacoste Menswear 2,897,612.78
223 — Pennzoil Co. 2,892,147.25
224 — Mag Instrument Inc. .. 2,885,746.90
225 — Nestle Foods Corp. .. 2,866,134.86
226 — Riverside Furniture ... 2,865,437.26
227 — Sealy Mattress Co. 2,861,249.59
228 — London Fog 2,850,192.46
229 — Martin Mfg. 2,844,920.68
230 — Danal/Access Assoc., Inc. 2,835,716.55
231 — Harry Sugerman Inc. . 2,821,568.52
232 — Farrah Mfg. Co. 2,817,548.78
233 — Consumer Products Div. 2,801,187.23
234 — Mennen Co. 2,788,061.16
235 — Eureka Co. 2,760,383.34
236 — Verdi Travelware Inc. . 2,743,640.86
237 — S.W.S. Garment Inc. .. 2,733,533.43
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249 — Atlas Chain Co. 2,580,070.59
250 — Monet Jewelers Inc. .. 2,569,002.54
251 — Wm. Wrigley Jr. Co. .. 2,566,557.28
252 — Carter-Wallace Inc. 2,561,737.49
253 — William Carter Co. 2,554,994.55
254 — Weber-Stephen Prod. Co. 2,539,193.25
255 — Hitachi Sales Corp. Amer. 2,538,323.29
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276 — Waterford Crystal 2,334,929.21
277 — Chemexec Relocation Sys. 2,314,781.02
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281 — Mikimoto America Co., Ltd. 2,271,985.59
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287 — Grow Group Inc. 2,201,222.29
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290 — Adidas Dist. Central . . 2,184,484.85
291 — 9-West 2,176,784.91
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311 — Hatcheli Graphics 2,047,823.28
312 — R.R. Donnelley and Sons 2,044,528.75
313 — Town & Country 2,037,008.59
314 — J.L. Prescott Co. 2,033,548.57
315 — General Mills Inc. 2,020,157.56
316 — Hann Isles Distributors 2,017,824.48
317 — Dependable Rug Mills 2,013,643.21
318 — L'Eggs Products 2,003,467.91
319 — Neptune Garment Co. 1,997,218.69
320 — CWS Construction Co., Inc. 1,995,748.21
321 — Master Lock Co. 1,986,802.89
322 — Sinclair Marketing Inc. 1,968,978.70
323 — Plough Inc. 1,961,254.18
324 — Randolph Engineering Inc. 1,945,763.40
325 — Lee Lewis Gen. Cont., Inc. 1,941,049.80
326 — Parker Brothers 1,931,808.26
327 — Hamilton Beach 1,926,804.02
328 — R.T. French Co. 1,925,172.15
329 — Weil Ceramics & Glass 1,911,340.57
330 — 1928 Jewelry Co. 1,898,601.98
331 — Maybelline 1,887,865.85
332 — R.T. Cross Co. 1,878,166.06
333 — Army Times Publishing Co. 1,875,229.05
334 — The Rockport Co. 1,871,664.33
335 — Bausch & Lomb 1,863,957.79
336 — O'Sullivan Ind. Inc. . . . 1,863,106.63
337 — Tonka Corp. 1,856,942.00
338 — Kenner Products 1,825,053.80
339 — Best Foods 1,821,994.69
340 — Core-Marx Distributors 1,818,603.07
341 — S. Lichtenberg & Co. Inc. 1,816,273.83
342 — Buster Brown Apparel 1,812,312.90
343 — Ban Wholesale Corp. . 1,810,560.86
344 — Pillowtex Corp. 1,809,934.81
345 — Blauer Mfg. Co. 1,800,797.81
346 — St. Ives Labs Inc. 1,800,293.94
347 — Hall Laboratories 1,793,916.18
348 — E&J Gallo Winery 1,786,475.81
349 — Wearever-Proctor Silex 1,772,919.28
350 — Harris & Harris Assoc. 1,765,790.33
351 — Hyponex Corp. 1,761,877.67
352 — Members Only 1,754,492.25
353 — I-Ski Skiglasses 1,749,059.56
354 — Colorcraft 1,735,158.69
355 — Soft Care Apparel Inc. 1,722,583.89
356 — Burman-Castrol Inc. . . 1,722,579.33
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380 — Molson Co. 1,623,020.05
381 — Champion Lab Inc. . . . 1,619,274.93
382 — Dept. of the Treasury . 1,603,725.00
383 — Hazel 1,592,822.88
384 — Shea Construction Inc. 1,590,683.29
385 — Proxy Div. of M. Abrams 1,582,802.65
386 — Regal Appliance Inc. . . 1,573,580.85
387 — Ipanema Shoes Corp. . 1,573,484.98
388 — Adidas USA Inc. 1,566,583.91
389 — Windmere Prod. 1,566,496.83
390 — L.E. Lindsay Const. Co. 1,565,571.00
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404 — California Trends 1,516,328.46
405 — Chaus Inc 1,507,803.42
406 — Teledyne Water Pik . . . 1,507,455.19
407 — Ocean Pacific Longrider 1,507,218.22
408 — Durand Intl. 1,505,902.63
409 — Diamond Shamrock . . . 1,505,874.54
410 — Intertrans Airfreight . . . 1,503,640.12
411 — Napier Co. 1,500,395.51
412 — Duncan Truck Sales Co. 1,483,008.04
413 — Atlas Dist. Co. 1,482,248.97
414 — Dynamic Classics Ltd. 1,481,766.05
415 — Russ Berrie & Co. Inc. . 1,479,101.63
416 — Prince Matchabelli . . . 1,475,560.53
417 — Okidata 1,470,358.43
418 — The Dial Corp. 1,466,374.11
419 — Interstate Brands Corp. 1,461,016.09
420 — Ferry Morse Seed Co. . 1,460,888.16
421 — James River Corp. . . . 1,452,712.68
422 — Wilson Sporting Goods 1,445,831.44
423 — Gerber Products Co. . . 1,445,509.38
424 — Western Publishing . . . 1,445,159.01
425 — Koret of California Inc. 1,444,335.60
426 — Jos. E. Seagram & Sons 1,438,813.27
427 — Allergan Pharm. Inc. . . 1,438,646.38
428 — Pepsi-Cola Bottling Co. 1,436,008.42
429 — White Stag Mfg. 1,436,001.56
430 — Meinor Industries 1,435,902.93
431 — NCR [illegible] Inc. 1,433,395.36
432 — Sound [illegible] Corp. . . . 1,432,686.32
433 — Tropic[illegible] Products, Inc. 1,432,650.14
434 — Foremo[illegible] Dairies Inc. . 1,422,816.84
435 — Van Camp Seafood Co. 1,421,509.57
436 — Jam Accessories 1,420,838.54
437 — Amextra Inc. 1,416,807.73
438 — Champion Spark Plug Co. 1,416,501.49
439 — Rubbermaid Specialty 1,412,856.35
440 — Quality Diamond Corp. 1,412,249.50
441 — Sansui Electronics Corp. 1,401,884.48
442 — Automatic Prod. Co. . . 1,399,432.46
443 — Iorushi America Corp. 1,393,960.51
444 — A&W Beverages Inc. . . 1,392,071.25
445 — Crest Craft Co. Inc. . . . 1,390,803.71
446 — L.M. Sandler & Sons, Inc. 1,384,423.28
447 — Estech Branded Fertilizer 1,384,260.73
448 — Her Majesty Ind. Inc. . . 1,382,365.37
449 — Stride Rite Corp. 1,376,857.06
450 — Military Equip. Corp. . . 1,369,859.71
451 — Ross Corp. 1,369,486.31
452 — Gerber Furniture Group 1,368,117.72
453 — Mead Products 1,367,158.92
454 — Admiral Intl. Corp. . . . 1,366,734.61
455 — Colonia Inc. 1,364,879.17
456 — Parfums Intl. 1,363,093.90
457 — Child Craft 1,361,234.53
458 — Thorsen Tool Co. 1,358,933.16
459 — Canada Dry Bottling . . 1,358,374.91
460 — Andover Togs Inc. 1,356,401.83
461 — Danskin 1,351,151.03
462 — Dixie-Riverside Inc. . . . 1,348,6[illegible]7.19
463 — Southern Maurice 1,346,466.64
464 — Iodent Co. 1,343,982.48
465 — Star Micronics 1,343,815.46
466 — Bausch & Lomb 1,338,338.46
467 — Pacific Trail Inc. 1,331,857.38
468 — Flying J Inc. 1,329,168.96
469 — Fedders Corp. 1,327,507.32
470 — Jovan Inc. 1,325,534.63
471 — Creighton Shirt Co. Inc. 1,324,644.02
472 — A.H. Robins Co. 1,324,573.02
473 — Brother Intl. Corp. . . . 1,322,197.83
474 — J.J. Calico Footwear . . 1,318,958.57
475 — Magic Chef Inc. 1,315,033.16
476 — Olin Corp. 1,306,988.51
477 — The Joseph & Feiss Co. 1,304,705.00
478 — Northern Electric Co. . . 1,302,580.37
479 — Farmers Union/Cerex . . 1,298,830.63
480 — Keystone Camera Corp. 1,297,421.66
481 — Russell Stover Candies 1,295,944.16
482 — Pepsi Cola Bottling Co. 1,295,336.79
483 — Southwest Truck Sales 1,291,393.69
484 — SF&D Corp. 1,289,848.70
485 — IPS Inc.-Imperial Pearl 1,289,383.39
486 — Union Underwear Co., Inc. 1,288,193.73
487 — Northland Associates . . 1,287,352.00
488 — Royal Copiers 1,285,545.21
489 — Green Giant Co. 1,283,917.79
490 — Glidden Distributing Co. 1,282,474.39
491 — Lowell Shoe Co. Inc. . . 1,280,376.20
492 — Susan Crane Inc. 1,273,645.08
492 — Lucia Inc. 1,269,892.56
494 — Pillsbury/Green Giant . . 1,266,912.91
495 — Shell Oil Co. 1,264,522.40
496 — Argenti 1,259,695.80
497 — Vie de France 1,255,093.07
498 — Paramount Home Video 1,252,416.71
499 — Bollinger Industries . . . 1,252,192.76
500 — M. Grumbacher Inc. . . . 1,248,180.44
501 — Wagner Division 1,247,784.84
502 — Impact Furniture 1,246,124.90
503 — Harper Leather Goods . 1,240,798.01
504 — Doskocil Sausage Co. . . 1,232,520.90
505 — Leslie Fay Inc. 1,227,497.42
506 — Forstmann & Co. Inc. . . 1,226,985.85
507 — Swatch Watch USA Inc. 1,225,568.17
508 — Wilson Foods Corp. . . . 1,216,885.74
509 — Gold Eagle Prod. Co. . . 1,212,970.51
510 — Nikon/Ehrenreich Photo 1,211,840.50
511 — Binney & Smith Inc. . . 1,211,838.34
512 — Del Monte Corp. 1,211,694.96
513 — Impact Marketing 1,210,117.80
514 — Noxell Corp. 1,209,460.69
515 — Milex Poly Co. Inc. . . . 1,203,025.61
516 — Pepsi Cola Bottling Grp. 1,199,132.21
517 — Franklin Chairs 1,196,668.55
518 — Etienne Aigner 1,197,620.47
519 — Star-Kist Foods Inc. . . 1,195,806.35
520 — Valterra Prod. Inc. . . . 1,187,464.78
521 — Moscogee Peas Co. . . . 1,187,372.69
522 — Pacific Electricord Co. . 1,183,909.06
523 — Miles Laboratories Inc. 1,183,036.45
524 — Hush Puppies Boyswear 1,182,060.82
525 — Rubin Gloves Inc. 1,179,792.13
526 — Sun Litho Inc. 1,175,604.81
527 — G. Embrock Labs 1,174,629.30
528 — W.K. Schreffer & Co. . . 1,173,402.59
529 — Borden Consumer Prod. 1,172,855.46
530 — Ex-Cell Home Fashions 1,170,060.48
531 — Decor Concepts 1,166,094.10
532 — Stouffer Foods Corp. . . 1,164,466.04
533 — Igloo Corp. 1,163,312
534 — Vendo Co. 1,162,101
535 — B&B Beverage Co. 1,160,804
536 — TDK Electronics Corp. . 1,157,7[illegible]
537 — Zippo Mfg. Co. . . . . 1,157,0[illegible]
538 — Foster Grant Corp. . . . 1,155,8[illegible]
539 — Schering Corp. . . . . 1,155,62[illegible]
540 — Garan Inc. . . . . 1,155,07[illegible]
541 — Remac Inc. . . . . 1,149,54[illegible]
542 — Buena Vista Home Video . . . . . 1,146,21[illegible]
543 — W.H. Mosely Co. Inc. . 1,147,86[illegible]
544 — Thermos Div. . . . . 1,145,73[illegible]
545 — Alberto-Culver Co. . . . 1,13[illegible],65[illegible]
546 — The Bonneau Co. . . . . 1,136,17[illegible]
547 — Epson America Inc. . . . 1,136,60[illegible]
548 — Sperry Top-Sider Inc. . 1,135,82[illegible]
549 — Revlon Governmment Sales . . . . . 1,134,89[illegible]
550 — Seymour Div. . . . . 1,130,86[illegible]
551 — Above the Belt Inc. . . . 1,125,73[illegible]
552 — Sony Corp. of America 1,125,71[illegible]
553 — Economics Laboratory Inc. . . . . 1,126,56[illegible]
554 — Universal Furniture Ind. 1,127,58[illegible]
555 — Phone-Mate Inc. . . . . 1,127,5[illegible]
556 — Mirro Corp. . . . . 1,125,55[illegible]
557 — Cadbury USA . . . . . 1,125,35[illegible]
558 — Hardware/Industri. Tool 1,124,36[illegible]
559 — Multiplex . . . . . 1,124,20[illegible]
560 — Chanel Inc. . . . . 1,123,63[illegible]
561 — Helene Curtis Ind. Inc. 1,123,15[illegible]
562 — Ans Isotoner Inc. . . . . 1,120,96[illegible]
563 — Elray Industries . . . . . 1,119,20[illegible]
564 — Excell Prod. . . . . 1,119,06[illegible]
565 — Chase Chemical Co. . . . 1,114,56[illegible]
566 — Piccolino Worldwide Ent. . . . . 1,112,84[illegible]
567 — Clorox Co. . . . . 1,109,64[illegible]
568 — Crown USA Inc. . . . . 1,106,44[illegible]
569 — Structural Assoc. Inc. . 1,105,73[illegible]
570 — Dennison Mfg. Co. . . . 1,104,50[illegible]
571 — Nordic Ware . . . . . 1,104,22[illegible]
572 — C.D. et Cie . . . . . 1,103,47[illegible]
573 — U.S. Playing Card Co. . 1,096,34[illegible]
574 — Nation Pizza Products . 1,096,06[illegible]
575 — Lamb-Weston . . . . . 1,096,56[illegible]
576 — New Attitude . . . . . 1,094,80[illegible]
577 — Pony Sports & Leisure 1,091,46[illegible]
578 — Vivitar Corp. . . . . 1,086,87[illegible]
579 — Marx & Newman Co. . . 1,086,79[illegible]
580 — Flav-O-Rich . . . . . 1,086,50[illegible]
581 — Gemini Distributing . . 1,086,46[illegible]
582 — McNutt Construction Co. . . . . 1,083,65[illegible]
583 — Westclox U.S. . . . . 1,082,26[illegible]
584 — Golden Apple Exports . 1,078,32[illegible]
585 — Buck Knives Inc. . . . . 1,074,1[illegible]
586 — Vida Shoes Intl. Inc. . . 1,070,44[illegible]
587 — Camptown Togs Inc. . . 1,068,7[illegible]
588 — Tosyali Intl. Inc. . . . . 1,068,72[illegible]
589 — Folgers Coffee Co. . . . 1,067,2[illegible]
590 — Rolfs Div. . . . . 1,066,6[illegible]
591 — Lincoln Foodservice . . 1,061,32[illegible]
592 — Cantex Periodicals Inc. 1,060,0[illegible]
593 — Webway Inc. . . . . 1,055,36[illegible]
594 — Foley Co. . . . . 1,055,2[illegible]
595 — DCA Food Ind. . . . . 1,053,2[illegible]
596 — Conair Corp. . . . . 1,051,6[illegible]
597 — Esso Standard Oil Corp. . . . . 1,051,1[illegible]
598 — Tambrands Inc. . . . . 1,050,1[illegible]
599 — Conwood Co. . . . . 1,048,6[illegible]
600 — Weathervane Inc. Div. 1,048,3[illegible]
601 — Baby Togs Inc. . . . . 1,047,3[illegible]
602 — RPH Clothing Inc. . . . 1,041,5[illegible]
603 — Carrols Corp. . . . . 1,040,4[illegible]
604 — Christian Dior Perfumes 1,035,4[illegible]
605 — Lago Systems Inc. . . . 1,032,7[illegible]
606 — Sahara Club . . . . . 1,026,1[illegible]
607 — Totes Inc. . . . . 1,027,5[illegible]
608 — Styl-Land Inc. . . . . 1,025,6[illegible]
609 — Maurice Sporting Goods . . . . . 1,024,6[illegible]
610 — Scholl Inc. . . . . 1,023,9[illegible]
611 — American Argo Corp. . 1,019,5[illegible]
612 — Ocean Spray Cranberries . . . . . 1,017,6[illegible]
613 — Neutrogena Corp. . . . 1,016,3[illegible]
614 — Wetner News Co. Inc. . 1,015,4[illegible]
615 — Anderson News Co. . . 1,014,7[illegible]
616 — American Lock Co. . . . 1,012,4[illegible]
617 — Doskocil Mfg. Co. . . . 1,009,4[illegible]
618 — Arctic Circle Ent. Inc. 1,008,4[illegible]
619 — Amana Refrigeration Inc. . . . . 1,007,6[illegible]
620 — G. Heileman Brewing Co. . . . . 1,006,4[illegible]
621 — Holt Howard . . . . . 1,006,0[illegible]
622 — Ramfjeld & Co. Inc. . . 1,002,9[illegible]

Golf in the Green

Baby boomers give golf a fresh, more diverse, face. And the new sales growth makes AAFES reintroduce its golf department.

By MARIE E. FERREY
Associate Editor

Once perceived as a sport for the old-boy network or the rich and famous, golf's demographics now range from blue collar workers to top professionals of all ages. A booming popularity has the industry tee-ing off at more than $1 billion.

There are about 25 percent more golfers today than in 1985. Interest in the sport jumped to mor than four million people just between 1985 and 1987, according to the National Golf Foundation. And participation is expected to grow even more in 1989.

"Most people play golf, because somebody they know introduced them" to the sport, said Kit Bradshaw, NGF public relations manager.

Air Force Maj. James Heaberg, spokesman for the Army and Air Force Exchange Service, is a golfer himself. He picked it up from his Dad, a 70-year-old retired Air Force colonel who is *still* an avid golfer.

For Heaberg, golf has a dual purpose: exercise and fellowship. It's a good place to discuss business, because the golf course has "a relaxing atmosphere, with no pressure of meetings and phones."

Millions of Americans play golf, because it's a relaxing way to exercise.

Besides recreational and social benefits, golf has a therapeutic quality, said NFG's Bradshaw. "People who are stressed play golf. There are very few ugly golf courses in the country." Beautiful surroundings and fresh air help people relax and escape from their problems.

Golf's demographic profile has changed over the years, said Bradshaw: It's a DINK (Double Income, No Kids) who pretty much fits the profile of today's typical golfer.

NGF statistics show that more than three quarters of all golfers are male, and more than half have a household income between $30,000 and $75,000. Most are between 20 and 50 years old and live in the East, North Central or Pacific regions of the U.S. Close to half are college graduates.

However, 27.5 percent of all golfers are blue collar workers, second only to professionals, managers and administrators, who comprise 45.1 percent of all golfers.

While private country clubs account for the largest percentage of total golf sales, 79 percent of all retailers rang up hefty sales in the last two years because of new golfers, says a 1988 survey of the golf shop market.

Exchanges also have seen sales resurge. Sporting goods sales in Navy exchanges last year grew about 4 percent over 1987, thanks to increased participation in sports like golf and camping, said Thomas Heffernan, sporting goods buyer for the Navy Resale and Services Support Office.

In 1984, except for a few accessories, AAFES completely pulled out of the golf business because of the sport's decline in popularity, said Senior Sporting Goods Buyer Gary Tunnell. Yet, three years later, when the industry gained about 20 percent in golf sales, it picked up the booming business.

AAFES launched a new planogramming program for the golf section, changed suppliers to provide a wider variety of brands and increased the stock assortment to 54 SKUs, said Tunnell. The agency expects to sell $5-million worth of golf goods in 1989 — more than $2 million over last year's sales.

In the U.S., the highest generators of revenue in 1987 were clubs ($327 million), apparel ($249 million) and balls ($237 million), reported the golf shop operations survey.

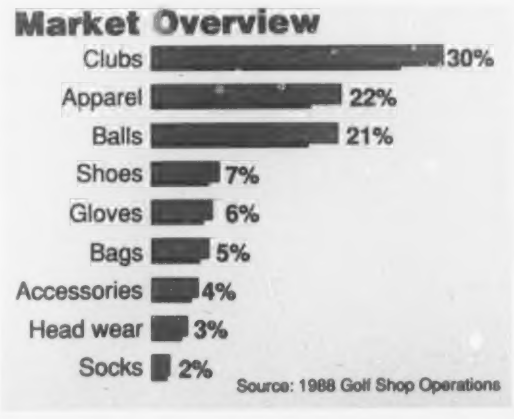

PHOTO COURTESY OF THE PGA OF AMERICA

GOLF'S BRIGHT FUTURE: Greg Norman sizes up a putt.

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Navy Exchanges' Million-Dollar Suppliers

[EDITOR'S NOTE: The 119 exchange suppliers listed below are vendors who got $1 million-plus payments from NAVRESSO headquarters during fiscal 1988, which ended January 20, 1989. This year's list is not comparable to similar lists issued in the past.

[The lists cannot be compared because, during the fiscal year, Navy exchanges changed the way they pay their suppliers. In response to the Prompt Payment Act, which requires bill-paying in a timely manner, Navy field support offices were authorized to pay invoices for merchandise and services they had ordered. In the past, these bills were verified by the regions and then sent to NAVRESSO headquarters for payment.

[The new method of payment means that many suppliers are now being paid by the regional offices. These regional totals do NOT show up in the files maintained by headquarters.

[NAVRESSO says that there is no system currently in place which would roll up a vendor's regional payments into a single, overall grand total. Consequently, the list below, while accurate, cannot and does not reflect the total amount of business that may have taken place at the regional level.

[Readers should also note that these firms received payments at a SINGLE ADDRESS. Companies with multiple addresses are not included on the list, even if their combined billings exceeded $1 million.

[The source for this information is a computer report generated by the Navy Resale and Services Support Office.]

A.B. Distributors Inc.	$1,456,220
Affordable Furniture	1,144,927
American Greeting Cards	7,905,089
Anheuser Busch	6,514,232
F.H. Anthony & Assoc. Inc.	2,288,467
Apple Computer Inc.	2,626,167
ARA Services (mag./book div.) San Diego	1,127,384
ARA Services (mag./book div.) Norfolk, Va.	2,021,596
Elizabeth Arden Inc.	1,114,877
The Arrow Co.	1,274,104
Artex Mfg. Co.	1,030,905
Associated Distributors	2,452,745
AT&T Consumer Products	1,541,234
James Beam Distilling Co.	1,374,731
Bev. Foods & Service Ind., Inc. (PepsiCo.)	3,628,908
Bib Distributing Co.	2,379,378
Black & Decker Housewares Group	1,599,208
The Bose Corp.	2,115,798
BP Oil Co. (Gulf Products Div.)	1,198,801
Brigade Brands Ltd.	1,804,818
Brothers International Corp.	1,759,118
Bugle Boy Industries	1,134,329
Canon U.S.A. Inc.	1,116,376
Chevron Chemical Co.	1,297,471
Chevron U.S.A. Inc.	2,558,612
Liz Claiborne Inc.	3,376,681
Coast Distributing Co.	1,044,410
Coca Cola (Los Angeles)	1,285,324
Coca Cola Export Corp.	3,019,168
Coca Cola Co. (Baltimore)	1,574,813
Coca Cola Bottling Co. (Memphis)	1,007,388
Commodore Business Machines	5,418,978
Creighton Inc.	5,063,118
Davis Clothing Co.	1,947,656
Eastman Kodak Co.	4,422,019
Encore International	3,983,547
Eurpac East	5,690,664
Eurpac West	8,303,113
Eveready Battery Co. Inc.	1,472,974
Exxon Co. USA	4,714,633
Fieldcrest Cannon Mills	1,708,066
Fisher-Price Toys Inc.	1,474,039
Fisher Corp.	1,233,552
Frito-Lay Inc.	3,244,736
Gillette Co.	2,243,201
N. Goldring Corp.	1,284,810
Gold Star Electronics Int. Inc.	2,130,213
Goodyear Tire & Rubber Co.	1,903,414
Gruen Marketing Corp.	4,470,622
Haggar Mens Wear Apparel Co.	1,706,090
Handleman Co.	1,212,188
Hanes Corp. (Hosiery Div.)	1,382,452
Hanes Corp. (Underwear Div.)	1,858,055
Hasbro Inc.	1,250,303
Hershey Chocolate Co.	1,162,273
Hoffman Beverage Co.	1,689,920
Huffy Corp.	1,124,853
Jockey International	1,425,644
C. Lloyd Johnson Co.	2,701,378
Johnson & Johnson	1,428,741
JVC Co. of America	2,510,768
John K. Kealy Co.	2,798,010
Kimberly Clark Corp.	1,347,401
Kordet Creative Services	2,390,774
Lieberman Ent Inc.	2,488,761
B. Lippman	1,860,433
Mansfield Oil Co.	2,088,115
Mattel Toys Inc.	1,119,220
Michelin Tire Corp.	1,253,455
Miller Brewing Co.	2,973,263
Minolta Corp.	4,033,102
M&M/Mars	1,236,737
Monarch Crown Corp.	1,222,953
Philip Morris Inc.	5,260,333
Murray Ohio Mfg. Co.	1,801,211
Nabisco Brands Inc.	1,538,175
National Vendors	1,024,309
NCR Corp.	1,900,715
Nike Inc.	5,182,854
Nintendo of America	2,820,419
Norfolk Beverage Co. Inc.	1,157,924
Old Dominion Tobacco Co. Inc.	1,187,406
Orit Corp.	1,821,098
Panasonic Co.	1,047,992
Pendleton Woolen Mills	1,509,199
Pepsi Cola Bottling Co. (San Diego)	1,049,156
Pepsi Cola Bottling Co. (Charlotte)	1,119,996
Philips Consumer Electronics Corp.	1,436,756
Pioneer Electronics	2,414,659
Playskool Inc.	1,220,651
Playtex Inc.	1,032,619
Polaroid Corp.	1,782,670
Polo/Ralph Lauren Corp.	1,558,275
Procter & Gamble	3,698,800
Radio Shack	1,284,716
Reebok International	2,180,685
R.J. Reynolds Tobacco Co.	3,039,214
Revlon Inc.	2,361,276
RTA International Inc.	2,503,179
Rubbermaid Inc.	1,061,409
Sandberg & Sikorski Diamond Corp.	2,089,572
Scott Distributing	1,275,557
Seagoing Uniform Corp.	3,574,913
Sharp Electronics Corp.	5,756,843
M.J. Soffe Co. Inc.	1,540,954
Southern Apparel Co.	3,503,446
J.P. Stevens & Co. Inc.	1,018,067
Levi Strauss	4,633,956
3M Co.	2,660,250
Teleflora Inc.	1,124,143
Thomson Consumer Electronics Inc.	2,607,587
Timex Corp.	1,251,869
Unisys Corp.	1,136,560
Vanguard Industries West	1,075,606
Velva Sheen Mfg. Co.	1,308,028
Weintraub Brothers and Co.	2,068,591
Whirlpool Corp.	6,317,169
Wolverine Worldwide (Bates Military Div.)	5,759,763
Zenith Electronics Corp.	2,310,329